

Message Text

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PAGE 01 MOSCOW 10749 311521Z

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ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 COME-00 TRSE-00 CIAE-00 INR-07

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FM AMEMBASSY MOSCOW

TO SECSTATE WASHDC 2823

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E.O. 11652 N/A

TAGS: ETEL, UR

SUBJ: SOVIET OFFICIALS REQUEST FOR US PLANT VISIT

REF: STATE 175418

BEGIN UNCLASSIFIED

1. IN MOSCOW TOPOL DISCUSSED POSSIBILITY OF INVITING SOVIET OFFICIALS TO SCIENTIFIC-ATLANTA MANUFACTURING FACILITIES WITH EMBOFFS. CONVERSATIONS HERE LED TO CONCLUSION THAT HE MIGHT WANT TO VERIFY THAT VALIDATED EXPORT LICENSES WERE OBTAINABLE FOR POTENTIAL SALES TO SOVIET CUSTOMERS BEFORE PROCEEDING WITH VISIT ARRANGEMENTS.

2. IN COURSE OF A RECENT CALL AT MINISTRY OF COMMUNICATIONS EQUIPMENT INDUSTRY FOR OTHER PURPOSES, AN EMBOFF WAS TOLD BY FOREIGN RELATIONS ADMINISTRATION REPRESENTATIVES THERE THAT MINISTRY WAS AWAITING ANSWER TO REQUEST FOR INVITATION MADE TO COMPANY. LEVEL OF SOVIET CONTACT TOPOL ACHIEVED DURING HIS STAY IN MOSCOW WAS EXCEPTIONALLY HIGH, AND INCLUDED V.P. MINASHIN, CHIEF OF COMMUNICATIONS SATELLITE ADMINISTRATION OF MINISTRY OF COMMUNICATIONS, WHO APPEARS TO BE CHIEF SOVIET DECISION-MAKER ON ACQUISITION OF SOPHISTICATED TELECOMMUNICATIONS EQUIPMENT. END UNCLASSIFIED.

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3. IF, AS EMBASSY UNDERSTANDS, MARISAT SYSTEM REPRESENTS EQUIPMENT WHICH US GOVERNMENT ENVISIONS UTILIZING IN APPLICATION OF INMARSAT ARRANGEMENTS, GIVEN USG INTEREST IN ENCOURAGING SOVIETS TO BE MORE FORTHCOMING IN ACCEPTANCE OF US INMARSAT PROPOSALS, INVITATION TO SOVIET GROUP TO SCIENTIFIC-ATLANTA FACILITIES WOULD SEEM TO PRESENT OPPORTUNITY FOR A STRONG PITCH ON VIRTUES OF THE US PROPOSALS IN GENERAL.

4. TOPOL'S REQUEST FOR FURTHER GUIDANCE PROBABLY STEMS FROM CONCERNS HE VOICED HERE THAT SCIENTIFIC-ATLANTA'S TERMINALS AND ANTENNAS ARE APPLICABLE TO MILITARY AS WELL AS CIVILIAN PURPOSES. FOR THIS REASON HE MAY WISH TO EXPLORE THOROUGHLY READINESS OF USG TO APPROVE EXPORT LICENSE APPLICATIONS BEFORE FURTHER WHETTING SOVIET APPETITES FOR HIS PRODUCTS. END LIMITED OFFICIAL USE.
MATLOCK

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Margaret P. Grafeld
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